

Exhibit 4b
2011 Exports by Company Type and Employment Size
to Number of Partner Countries

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	Number of Identified Exporters	Number of Countries to Which Company Exports											
			1 Country		2-4 Countries		5-9 Countries		10-24 Countries		25-49 Countries		50+ Countries	
			% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters	% of Row Value	% of Row Number of Identified Exporters
All identified companies	1,325,046	303,509	5.0	58.3	6.2	24.9	6.8	9.0	15.8	5.9	17.5	1.6	48.7	0.4
no. employees unknown(2)	130,190	118,509	22.9	74.2	16.3	18.4	16.2	4.7	23.5	2.3	16.1	0.4	4.9	0.1
1 to 19 employees	95,416	114,608	21.5	55.4	27.5	29.6	20.2	9.8	23.0	4.7	6.7	0.5	1.0	0.0
20 to 49 employees	47,346	31,748	11.4	41.1	20.0	30.7	17.9	14.7	34.2	11.2	13.8	2.2	2.7	0.2
50 to 99 employees	49,682	15,790	5.1	36.5	11.6	28.9	13.3	15.7	44.0	14.3	18.0	4.1	8.1	0.5
100 to 249 employees	71,104	11,735	4.3	32.0	10.0	26.7	11.5	15.4	38.6	18.2	30.1	6.7	5.5	1.0
250 to 499 employees	49,860	4,427	2.6	28.4	7.4	22.5	8.5	14.9	37.9	19.8	33.6	11.9	10.0	2.6
500 or more employees	881,448	6,692	0.4	26.4	1.0	18.9	2.5	11.8	8.2	16.0	17.1	14.9	70.8	11.9
Manufacturers	789,340	74,066	1.6	42.4	2.6	28.9	4.0	13.5	12.2	10.7	17.2	3.5	62.5	1.1
no. employees unknown(2)	44,002	17,219	10.4	58.6	7.4	24.8	14.3	9.4	33.5	5.8	27.4	1.2	6.9	0.2
1 to 19 employees	8,181	24,594	23.5	50.0	27.4	31.6	21.4	11.9	23.1	5.9	4.5	0.5	0.1	0.0
20 to 49 employees	13,181	13,920	15.0	36.3	22.9	32.5	20.1	15.9	31.6	12.7	9.7	2.5	0.6	0.1
50 to 99 employees	21,851	7,826	4.8	28.5	10.1	31.3	13.8	17.8	55.9	16.8	12.0	5.2	3.4	0.4
100 to 249 employees	31,846	5,919	5.1	20.8	11.6	27.6	13.6	19.0	38.8	22.5	24.8	8.7	6.2	1.4
250 to 499 employees	29,915	2,132	1.9	14.6	6.1	19.9	9.3	18.9	40.9	26.0	32.7	16.8	9.0	3.8
500 or more employees	640,364	2,456	0.1	6.5	0.6	12.1	1.7	12.5	6.0	21.4	15.9	24.5	75.7	23.0
Wholesalers	305,297	101,402	8.4	51.6	11.6	29.6	11.4	10.6	21.9	6.5	18.1	1.5	28.6	0.3
no. employees unknown(2)	42,253	34,580	26.8	68.0	18.8	23.2	23.4	5.6	D	2.5	10.7	0.5	D	0.1
1 to 19 employees	64,138	49,232	17.0	48.0	27.4	33.8	21.1	11.6	26.2	5.8	7.4	0.7	0.8	0.0
20 to 49 employees	24,599	9,674	7.0	32.7	16.3	32.8	17.1	18.0	37.1	13.4	18.2	2.8	4.3	0.2
50 to 99 employees	16,335	3,912	3.4	29.1	12.1	29.2	14.3	18.7	D	17.2	17.3	5.1	D	0.8
100 to 249 employees	30,454	2,443	2.1	25.2	7.3	27.1	7.8	16.9	38.2	21.5	39.9	8.1	4.7	1.1
250 to 499 employees	12,628	804	2.6	19.5	2.2	23.9	6.5	15.7	32.8	22.5	44.2	15.0	11.8	3.4
500 or more employees	114,890	757	0.2	10.8	1.3	14.3	1.5	10.2	10.5	22.1	18.1	25.9	68.5	16.8
Other companies (3)	230,409	128,041	12.3	72.8	11.6	18.8	10.2	5.0	20.0	2.7	17.9	0.5	27.9	0.1
no. employees unknown(2)	43,935	66,710	31.7	81.3	22.9	14.3	11.3	2.9	D	1.2	10.0	0.2	D	0.0
1 to 19 employees	23,097	40,782	33.4	67.6	27.5	23.2	17.5	6.4	14.0	2.6	5.6	0.3	1.9	0.0
20 to 49 employees	9,566	8,154	17.9	59.0	25.3	25.2	17.1	8.7	30.2	5.9	8.0	1.0	1.4	0.1
50 to 99 employees	11,496	4,052	8.0	59.2	13.7	24.0	10.8	8.7	D	6.8	30.3	1.3	D	0.1
100 to 249 employees	8,804	3,373	9.0	56.5	13.0	24.8	16.7	8.1	39.7	8.2	15.8	2.1	5.6	0.3
250 to 499 employees	7,317	1,491	5.5	52.8	21.5	25.5	9.0	8.6	34.4	9.5	19.0	3.2	10.6	0.5
500 or more employees	126,194	3,479	2.3	43.9	2.8	24.7	7.5	11.8	17.1	10.8	22.6	5.7	47.6	3.1

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

(3) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.